



THE LAND GEEK

The Art of Passive Income Podcast With Mark Podolsky, AKA The Land Geek

Mark and Scott Todd talk with: Erik Peterson - LandOpia.com,
Tate Litchfield - FrontierPropertiesUSA.com, Scott Bossman -
LandBosses.com, Mike Zaino – ThreeLandGuys.com, and Mimi
Schmidt – ParcelNParcelProperties.com on The Land Geek
Round Table

Transcript

Mark: Hey it's Mark Podolsky - The Land Geek with your favorite niche-y real estate website TheLandGeek.com and we've got the usual suspects, all the usual suspects for today's Round Table. I'm going to do something a little bit different on this Round Table just so we can get to the meat quicker because we have such a good topic. I'll just quickly introduce everybody Erik Peterson is here. Hi Erik.

Erik: Hi.

Mark: The 'Dude Buddy/Nite Cap OG' Scott Bossman. Hey Scott.

Scott Bossman: Hey Mark.

Mark: We've got the most feared woman in the country 'The Terrorist Hunter' Mimi Schmidt. Mimi hi.

Mimi: Hi. How are you?

Mark: Good, good. 'The Zen Master' Mike Zaino - breathe in the mailing, breath out the marketing. How are you Mike?

Mike: All right.

Mark: If you're listening to this on one and a half times speed it's going really fast.

Mike: Yeah.

Mark: Tate Litchfield, 'I love it when you call me Big Poppa'. How are you?

Tate: Doing well, happy to be on.

Mark: Good to see you. Last but not least you love him Scott Todd - ScottTodd.net, LandModo.com. Learn anything on anything - InvestorNinjas.com. What's up Scott?

Scott Todd: Mark, how is it going?

Mark: Good, okay let's go. So the question today for the Round Table is the land business for everyone? Let's start with Erik 'The Technician' Peterson. Erik, what do you think?

Erik: Look I think that the land business we talk about it's easy for the most part. You follow the recipe, there are certain steps that you take and the reality is anybody could do it. But I don't think it's for anybody and the reason is, you know, I think that in this business first of all on the starting side of things it takes consistent effort over time. So if you don't have the desire or the wherewithal to make consistent efforts over time and over time I mean, probably at least 3 to 6 months to start building something up then I think you're going to be disappointed, you're going to find yourself frustrated and you're going to feel like, you know, this isn't for you. So, you know, while anybody could do it I don't think it's for everybody.

Mark: Okay I like it. So essentially, if you have very low frustration tolerance - it's not for you is that what you're saying or is it just you have very low results tolerance? Like you need to have results real fast like and you don't have it and you don't see it right away and you get frustrated - it's not for you.

Erik: Certainly that could be a scenario right because it can take time to see results but I think what I'm trying to get at is just the idea that you have to be consistent in this business over time to see results. So, take the next three months, six months, nine months whatever it is and devote an hour or two a day to build this business. If you can't do that consistently, if you can't get your ads out on the marketing side, if you can't get your mail out on the acquisition side you know you're going to find yourself frustrated and ready to give up, you know, at some point during that process. So to see results you need to be consistent.

Mark: Okay I love it. I rarely agree with you Erik Peterson, but I hundred percent agree with everything you've said. 'Dude Buddy/The Nite Cap OG' Scott Bossman is this land business for everyone in your opinion?

Scott Bossman: I think it's for most people. If you can follow a recipe it's for you if you go in it with realistic expectations. Sometimes I talk to people on the phone and they're looking to get rich quick - it's not for you. Mark you told me five years... I'm coming up on my five year anniversary by the way next week - July 3, this is not a get rich quick.

Mark: Get rich slow.

Scott Bossman: Yeah, not get rich quick. It's get rich slow. So you need to be realistic in that regard and like Erik said it takes really consistent work. You can't dabble and walk away for a week or two at a time. So consistency, realistic expectations and following a recipe and in my opinion you do need some modest computer skills or you need to be open to learning how to use the computer and anyway. But it's a great time because you can learn anything on YouTube, right. So that's my take on it I guess.

Mark: Yeah, I agree with almost everything you've said. I don't think you need to have computer skills. I think you need to be able to go to a web browser and type in [Fiverr.com](https://www.fiverr.com) and then do a quick search for whatever tech thing you need and then have the wherewithal to use that site essentially. So I guess that you do need to have some basic tech.

Scott Todd: I disagree with you on that one Mark, but I will voice my disclaimer later I guess.

Mark: I mean are we getting into it right now, Scott Todd? We even haven't talked to Mimi.

Scott Todd: I mean you know it's not. It really isn't as simple as, 'oh let me just go to Fiverr and hire somebody'. Okay like you need to be able to like

do some things on your own that you just can't be dependent on somebody else, right? Like you can't be dependent on somebody else you've got to have some ability.

Like you've got to be able to like know how to send an email, you need to know like how not be an Excel whiz but like you do have to know like when you open up Excel what you're looking at; okay like it's cells. You've got to have some fundamental concept or as Scott Bossman said the ability to get it; like you just can't... you've got to know what you're looking at. So it's not like 'you know let me just give everything to Fiverr' no way.

Mark: Okay well I'm going to go, make the assumption that if you even found us you have basic computer skills. It's not like you saw oh 'earn passive income' on the billboard in Tampa and then you're like I'm going to call this 800-number and learn how to get passive income you had to find us online. So I'm assuming if you're even talking to the guys, even finding us or if you're listening to this freaking podcast you have basic computer skills.

Scott Todd: Okay, all right.

Mark: Yeah, all right. Let's go to somebody who has something important to say, Mimi Schmidt 'The Terrorist Hunter'. What do you think Mimi is the land business for everyone?

Mimi: I think that there are qualities that definitely make people more likely to succeed, right. I think it's for most people but not for everybody. I think that you've got to have patience. It's just like the guys are saying it does take time, perseverance and grit.

You have to be comfortable pushing yourself outside your comfort zone it's about entrepreneurs; that's what entrepreneurs do. A lot of people need to have that safety and security of the paycheck, right? So, until you've built your passive income up so that you can get rid of your job and have a passive income that's stable you just going to have to be open to that variability in your passive income or keep your job. So that's my thing.

Mark: I like it.

Mimi: Patience, perseverance and grit.

Mark: The PPG - Scott Todd. If it was Scott Todd so he will be like it's the PPGS -patience, perseverance, grit, and a Surface which I completely disagree with.

Scott Todd: Don't forget the Surface.

Mark: You don't need to be a Surface to be in this land business.

Scott Todd: You need a Surface though. You do need to be able to how to send an email, I'm just saying.

Mark: But if you're even listening to the podcast you have basic computer skills, you have an email, and you found us online.

Scott Todd: Okay Mark, like okay.

Mark: It's a digital world.

Scott Todd: Okay, all right.

Mark: Anyways let's go to somebody a little calmer - 'Zen Master' Mike Zaino. Mike, is the land business for everyone?

Mike: Well that's a great question. I do think everybody has the capability to do it. I'll tell you one thing that if you are not willing to make mistakes, if you're sort of a perfectionist right and you're going to beat yourself up when you make mistakes maybe this isn't for you because, you know, we fail forward here. We learn from our mistakes and I think that a very wise Surface user once said, 'Done beats perfect.' So Scott Todd, probably our listeners don't know who that is. So done beats perfect - you just can't be a perfectionist in this business. If you are going to be a perfectionist and beat yourself up it's going to be tough. You know you have to willing to make mistakes and fortunately I do have a phrase that helps you to realize the real importance of this business and thanks to Mark [00:09:40] [indiscernible] I now have a should but [00:09:42] [indiscernible].

Scott Todd: C'mon!

Erik: Well said.

[00:09:46] [indiscernible]

Mark: Deal flow solves everything, Mark [00:09:51] [indiscernible] I love it.

Mike: So ultimately you know deal flow does solve everything meaning that you know you're going to get better each time, you are not going to be perfect and then eventually... I don't know some of guys kind of reminded me of the all-powerful and wise Kenny Rogers, "♪You'll know when to hold

them, know when to fold then, know when to walk away and know when to run.♫". And know when to buy a Surface.

Mark: All right, it's getting lively, it's getting lively. 'I love it when you call me Big Poppa' Tate Litchfield. Tate, first of all does deal flow solve everything and is the land business for everyone?

Tate: Yes, deal flow solves any problem because it takes some weight off you, right. Once you get an abundance of accepted offers it's like phew this business works and I can pick and choose and once you get a bunch of you know people inquiring about your land for sale you can relax and you don't have to chase the deals. So yeah deal flow solves everything.

Is the land business for everyone? Originally I said no, now I'm leaning towards yes and I think it is for everybody. I think that yeah like Scott says you do need to know how to send an email but if you don't, we've got Flight School and Scott is going to teach you pretty much all of the basics required for this business. Now the thing, this business...

Scott Todd: Stop, stop, stop, stop.

Tate: No, you can do it Scott.

Scott Todd: Listen, Flight School will teach you a lot. What it will not teach you is like the basics of using a computer like: email. I'm like that's what Investor Ninjas is for but not Flight School man.

Tate: Obviously you've got to know how to use a computer but...

Mimi: Don't you remember Scott? Scott would spend the first 15 minutes of my coaching calls getting me on Zoom. It was painful. That poor man it was so painful.

Tate: What I'm getting at is Flight School will teach you the techie side. Like if you need to learn how to use a county website he's going to walk you through what a county website looks like, if you need to look at a GIS he's going to show you how that looks like. So the tools that we use in the land business are not that complicated, right. These are everyday services and most of the time they're pretty straightforward. LG Pass it's about as Mac friendly, you know, it's kind of designed like that. Like you click one button, it takes you to the next page etc. etc.

So the software is not tricky. If you can use a computer, you know if you can handle an iPhone you can do this business it's just a matter of can you

persevere the dips and they do come; everybody experiences those. So we have had coaching clients who, you know, did everything old-school pen and paper wise and they still made a ton of money in this business, you know. It doesn't mean that you have to be computer literate or as smart as Erik when it comes to Zaps but, you know, Investor Ninjas is out there to help you and when you are in coaching you can pick Erik's brain all the time for that kind of help.

Mark: I just love the way Tate is literally having Scott and Erik volunteer for you any tech problem you have.

Tate: Listen, these guys can solve it. That's why, you know, it's Erik Peterson. Like that guy has everything Zapped in his whole life. Scott Todd, I mean despite the Surface usage he is really, really techie and the software that we have set up makes the land business so easy if you just stick through it.

Mark: Yeah. If you are listening to this by the way you can just disregard Tate volunteering those guys' tech services for you. All you need to do is go to YouTube, do a search, go to Google and do a search and learn some basic tech skills. But if you start emailing Scott Todd...

Tate: No, they're not going to respond.

Mark: Yeah, don't expect anything. There is definitely an Investor Ninja course by Erik Peterson: what is Excel and how to use it in the land business, you can go there. Don't email those guys directly for tech help. Now, I've not laughed that hard since *Tiger King*, that was classic.

Tate: But you should email Scott Todd just to bug him anyways.

Mark: I mean Scott what did you do to Tate?

Scott Todd: I don't know, I don't know.

Tate: Shots are fired.

Scott Todd: Listen, it's not like I revealed the secret that if you're in Vegas he'll take you to lunch. I mean I didn't tell anybody that publicly, like not that I know of. Seriously like you're in Vegas, call him up, he'll take everybody to lunch. Man, he'll take you on a ride with him; you can look over his shoulder. See what I did there? Okay look over his shoulder, you'll go to eat lunch with him, he's such a nice guy he'll even buy you lunch like...

Mike: That's a great idea for a raffle at Bootcamp; a day with Tate Litchfield in Vegas.

Scott Todd: I absolutely agree.

Tate: They would be bored out of their mind because I don't do very much in a day but yeah you now I'm a nice guy; I have an abundance mentality Scott. So yeah c'mon hit me up or I'm bored.

Scott Todd: Okay, all right. You heard Tate call him up. If you're in Vegas call him up and if you need his Vox let me know or his cellphone number. [laughs]

Mark: All right. So Scott let's get back to the original question. Is the land business for everyone?

Scott Todd: Okay Mark. I mean everybody has got some good points here. Like is it for everybody? Well anybody can do it, but I think that the people that are successful in doing it they all have one common thing and that is that; they have a burning desire to change the life that they're living. Like that is the absolute, fundamental key to success and it is not just in this business; it's literally in everything.

When you have some pain in your life whatever it is whether it's your job, you hate your job, you whatever that pain and it's paining will lead you to find the pleasure and when you're dealing with pain and something else like, I don't know, let's pick on a job for example. You hate your job, you can't stand your boss, you can't stand to seat on the cubicle whatever it is you hate it so much that you will go through pain of something else to get rid of this other pain because it's terrible. Like we move away from pain as humans, we always do.

So ultimately if you were trying to like solve a problem, you're like passive income yeah I want passive income. But you know what; you have to leave your job. You're like [00:16:49] [indiscernible], you know I'm making lots of money. Well I'm not saying that you won't find success but it is not that priority, right? Like it's like what becomes a priority in your life versus man I got to replace my income. I've got to stop doing this and look it's really that burning desire that I'm talking about that will lead you to the success that you want because as everybody pointed out there's a lot of stuff here that you're going to have to do.

Remember you're starting a business; this is the land investing business. So you're starting a business and what we've talked about before you're going

to have to wear multiple hats: you're going to have to be the CEO, you're going to have to be the task worker, you're going to have to be the CFO, you're going to have to be the janitor. Like you have to do everything in the beginning and then you start to put in the pieces to get out of the work but you still have to do the work. Like in the beginning you are carrying it. Erik said six months to a year you're carrying it. Mimi, carried it for three years, okay she did it. She slowly got rid of it but she was doing the heavy lifting and yeah, you've got to do the heavy lifting.

So is it for everybody? Anybody can have success here. Is it for everybody? Well you have to decide like is this really... are you going to put in the blood sweat and tears to move the needle in your life and I think only you can answer that question.

Mark: Yeah, yeah I love that answer. I think that is the fundamental piece of it is the burning desire and then up from there as we go up we go into the PPG (the patience, the persistence, the grit) which reinforces the burning desire. So you've got that burning desire you just remember okay I'm going to be patient, I'm going to be persistent, I'm going to be consistent like what Erik said, I'm going to have grit when things are tough because my burning desire is that raw and then I'm going to go up the mountain even further. I mean okay deal flow solves everything I just got to get my deal for going. So I think what everybody has said is really important and so true.

So getting back to the original question is the land business from everyone? Yes, anyone can do it but basically if you don't have that burning desire to transform your life then it's probably not worth going through the motions, you know, for it. Pick up tennis it's easier, you know, something like that I don't know. Join a book club that will be a little easier. Won't change your life but it will be fun or something like that.

Anyways we are now at that point where we we're going to pick on Mimi Schmidt 'The Terrorist Hunter' and get the tip of the week. But before we do that I just want to remind everybody that today's podcast is sponsored by Flight School. I'm going to assume that you have some basic tech skills and number two you have a burning desire to transform your life and start building a passive income machine. The only piece that is missing is the training, the how to and the best way to learn is by doing. Work the business in real time with your Sherpa Scott Todd; go up the mountain quickly, safely, and efficiently. To learn more get on a call with 'The Zen Master' Mike Zaino, 'The Nite Cap OG' Scott Bossman, go to TheLandGeek.com/Training and one final announcement.

I'm very excited about the first *Land Geek virtual Bootcamp* is ready to go, we are taking registration now. Just go to TheLandGeek.com/Bootcamp and register. You've got to have the *Toolkit*, you've got to be in Flight School but if you have those things you can register. If you don't then get on a call to figure out how to get those things so you get your two free tickets to the first *Land Geek virtual Bootcamp*. It is going to be epic, epic I promise. So Mimi Schmidt what is your tip of the week?

Mimi: Well I'm curious now is there a time set yet for the virtual *Bootcamp*? I'm all excited.

Mark: It is. It's August 7th we're going to start at 8:00 in the morning it will be registration. So if you're in, let's say you don't have Scott Todd ninja tech skills. That first hour we're just going to be practicing on Zoom how to raise your hand, you know how to use the technology and then we're going to start officially at 9:00 AM.

Mimi: Awesome.

Mark: And we'll be going through the same itinerary that we do at live Bootcamp except that it will be virtual. There will be only one small change and other than that it will just be virtual.

Mimi: Wow, I'm excited okay. So my tip of the week came from a conversation that I was having with a coach right before the call. So not only in Facebook do you need to be aware of the Community Standards there are also Commerce Policies. What I'm finding more and more is this if you have financing, seller financing or terms - a lot of term information in your ads they think it sounds spammy and they don't like it, okay.

So make sure you know the Community Standards, but make sure you've read through these Commerce Policies also because they'll kick you out of Marketplace too for these. It's not like it's the gambling, discrimination, you know, those aren't the kind of things we're worried about. We're more worried about number 15. for instance being considered Misleading, or Deceptive that type of thing and that's when the financing comes in so finance in wording, but good luck.

I have had a lot of questions about Facebook marketing lately about location. Make sure you're erasing the location that they have in there that they automatically fill, and two to four hours away from the property. The big cities are generally where but you don't have to limit yourself to that. I've sold property to people here in Washington DC that's out west.

Mark: All right, awesome. If you want to learn exactly and watch in real-time how Mimi actually markets on Facebook she's going to have that module at Bootcamp sharing her screen, it's going to be awesome. So I think that's a really good tip and a way to not look like we're spammy on Facebook and get our ads posted there. Just really quickly, how is everybody's land business? Has there been any dip with Covid, Erik?

Erik: No, there's been a huge increase.

Mark: Huge increase. Mimi?

Mimi: I'm going on a vacation in the end of July. We're going to seat out at the beach like I told Scott Todd when he started coaching me. I finally get to do it because the last two months have been good.

Mark: All right great. Dude Buddy?

Scott Bossman: It's been very good the last three months, yes.

Mark: Mike?

Mike: The same, yes very good. It's a great time to be in this business.

Mark: Tate, any dips?

Tate: No actually. I did get a notice from one of our note payers that he was arrested for peaceful protests so he's going to be late this month on his payment. But other than that it's a really good time to be in the land business.

Mark: All right. Scott Todd?

Scott Todd: No. Good, great, great time. Things are going great.

Mark: All right. Well I want to thank the listeners for putting up with our shenanigans on this week's Round Table and if you are getting value and hopefully you are the three biggest favors you can do for us is to: subscribe, rate, review the podcast. Send a screenshot of that review to Support@TheLandGeek.com. We're going to send for free the \$97 wholesaling course *How To Double Your Money in 30 Days Or Less*. All right, are we ready to do this?

Mike: Yes sir.

Mark: One, two, three.

All: Let freedom ring.

Mark: Not bad, not bad. So, props to Scott Bossman for coming on in the midst of Covid. He is positive for Covid. So if you're listening to this you're safe.

Scott Todd: You can't disclose that, there's HIPPA, there's HIPPA you can't do that.

Mark: Listen if Tate can offer your tech services I can offer up publicly Scott health status.

Scott Todd: You just violated a federal law on a podcast.

Mike: Yeah, Mark is not under [00:25:43] [indiscernible].

Mark: I'm not HIPPA compliant. This is The Passive Income Podcast.

Scott Todd: You can't talk about stuff like that without his disclosure. Did you get that in writing?

Scott Bossman: Did Mark get my disclosure or didn't he?

Mark: Why would that be something he would be ashamed of by the way? Why do you sound like you don't tell?

Mike: Look at how good he looks. Look at how good he looks being sick.

Tate: I know.

Scott Bossman: I'm upright.

Tate: I was going to say he's kicking Covid's butt.

Mimi: He's upright.

Scott Bossman: I did kick it, I did kick its butt I will have to say. I don't know how I got it. You know what though people are getting it. I mean I mask up, I socially distance, I'm a good steward in that regard and I got it. So I don't know, just be weary if it happens it's going to happen. I have family members getting it back in South Dakota. So it's not going in a good direction anyway.

Mark: You know it could be a thing in Wisconsin where everybody was like 'hey you know it's summer, let's go get some beers, let's go do some brats, we'll wear our masks.' And yet they thought 'well the beers are going to keep us safe' and they didn't.

Scott Bossman: That's no doubt what happened. I'm sure of it, yes.

Mimi: Wow.

Mark: Yeah.

Scott Bossman: The Wisconsin Supreme Court said go do those things so yeah.

Mark: Yeah, you know. I mean look there is an argument that says hey you know when it's your time it's your time go drink some beer in summer Wisconsin.

Mimi: Yeah, I hear something like that.

Scott Bossman: I'm going out. As soon as I'm done with this 14 day quarantine I'm out at the bar. I mean Happy Hour drinks, I'm good.

Mark: All right. I mean it would be safer just to do a virtual Nite Cap with Mike and 'Fortune 500 Forbes'.

Scott Bossman: That would be safe.

Mark: It's a lot safer.

Scott Bossman: Let them continue their turn.

Mimi: I'm all for Bootcamp; like real live Bootcamp. Let's get on an airplane and go somewhere.

Mark: Yeah, see now that's where I draw the line. I don't think we should be getting together in big groups.

Mimi: Oh yeah. Those masks are great on an airplane. You want to take a nap you just go like this you've got your own eye cover.

Mark: Yeah, which leads us to the question to Tate do recline now with a mask?

Tate: Oh absolutely. Why would I change anything, Mark?

Mimi: Oh yeah, there's plenty of room.

Mike: Don't they space it out now? Like there's nobody behind you or something.

Erik: They say that they are doing that but I saw a video of like a hundred percent packed airplane with everybody in the middle seats and everything. So I think they're telling us what we want to hear but if they can sell seats, they are taking the money.

Mimi: You know United will make their announcement tomorrow or Thursday it's coming out there will be cuts.

Mark: Wow, I hope you guys are okay then.

Mimi: Yeah, we're [00:28:44] [indiscernible].

Mark: But I will say that...

Mimi: They are trading up.

Mark: You're trading up?

Mimi: They are trading up and Arizona and Texas people aren't wearing their masks and now it's...

Mark: I know we're an epicenter. I'm getting out of here for July. I'm going to be in Colorado. I know Erik is getting out of Tennessee he's going to the lake. Tate is in Idaho.

Tate: I'm yeah.

Mark: He's gone.

Tate: I'm already gone.

Mark: Scott Todd flies wherever he wants. So now the question is for you three; where are you guys are going? Mimi, what are you doing for July?

Mimi: I'm going to St. John's. They don't even have a hospital on the island I'm a little scared. I know I have to take some thermometers.

Mark: Yeah, you'll be fine. You're in good hands.

Mimi: I know.

Mark: That will fun though.

Mimi: Yeah, I'm excited.

Mark: You're beating hurricane season, right? It's not hurricane season, that's good. What about you Zen Master?

Mike: I'm not sure from here. Right where we live there's a pond nearby and Laura bought me a big paddle boat with two seats, she paddles me around. I caught a couple of basses this morning Tate so that's it. I'm just going to spend time getting paddled around the lake fishing.

Tate: That's the way to do it right there.

Mimi: Nice.

Mark: That's the way to do it. And then Dude Buddy when you're recovered and out of quarantine?

Scott Bossman: We don't have a ton planned. We may go back to South Dakota where my parents live, they have a lake cabin and maybe hanging out there for a week with the dog and the boys.

Mark: Very nice, very nice. Well I'll be missing all of you for the month and the listeners as well. We'll be back live in August. So the month of July we'll be doing our Best of Round Table Podcasts and I'm sure I'll be jumping on from time to time and doing like a live something from Colorado because I got teenagers and they're going to be sleeping till noon. So I'll bike to the coffee shop and bother you guys and then check in with the community, I don't know. So Tate's already got that look like I'm not picking up that call.

Tate: Yeah.

Mark: And now I know Mimi you know she'll be on the beach so she's not picking up that call, Erik will be on the lake he's not picking up that call, Mike is on the lake he's not picking up that call. So it looks like it's just up to Bossman and Scott Todd; thanks guys for being there.

Scott Bossman: Always.

Mark: Scott Todd just looked up. He's like, "What are you guys talking about?"

Mimi: Aha.

Scott Todd: No, no it's all good.

Mark: Are you planning lunch Scott? Wait, not lunch you already have had lunch; the afternoon banana.

Scott Todd: I already ate that, I ate that.

Mike: Is it one donut and all fruit, is that how it works?

Scott Todd: No, no, no.

Mike: I almost figured it out. Mike's giving it away.

Scott Todd: Listen, we're not talking about this until the book is released, I'm not doing it.

Mimi: Book?

Scott Todd: Yeah, it might be the shortest book ever written but I mean, you know, could be huge.

Mike: One donut, three slices of pineapple and a cucumber.

Scott Todd: Aha, aha, aha no, no, no it's not that at all. It's not that at all. No, we're not talking about this. In fact I just got a notification that apparently two dozen donuts has arrived at my door. I don't know, man.

Mimi: No way?

Scott Todd: Yeah, some prankster. Tate will experience these pranksters soon enough when they come up to Vegas and they call him on his phone. They are like, "Scott said you can have lunch with me."

Tate: You, if you showed up to my door, with two dozens of donuts you're getting in, guarantee you're getting in.

Mike: What's the secret word?

Tate: Hey Mike, Tate didn't learn from messing with me like from your experience, did he?

Mike: I can't even talk about that right now still. That was a very... I can't even mention it.

Mark: PTSD.

Mike: I can't understand why you mentioned it.

Scott Todd: You're sweating now?

Tate: Maybe.

Mike: I almost came down with something, geez.

Scott Bossman: Now my dog is barking. All right here we go.

Mark: Unreal. All right, well everybody have a great July and see everyone in a month. Thanks everybody.

Mimi: Argh man.

Scott Bossman: Thanks Mark.

Mark: Be safe out there.

[End of Transcript]